



NATIONAL  
ASSOCIATION of  
REALTORS®  
*Official Designation*



GRADUATE  
REALTOR®  
INSTITUTE



## GRI GRADUATE REALTOR® INSTITUTE

GRI's are recognized throughout New Jersey as:

- Top Performers in the Industry
- Knowledgeable & Professionally Trained
- Committed to Excellence & Dedicated to Quality Service

**AND NOW....GRI is: *CE credit approved: 3 credits Ethics – 27 credits Core***

**Get started on your GRI Designation while fulfilling CE credit requirements!**

**Module: GRI Course I**  
**Location: North Central Jersey Association of REALTORS® Offices**  
910 Mt. Kemble Ave., Morristown, NJ



**CLASS SCHEDULE: Tuesdays, March 6, 13, 20, 27 & April 3, 2012**  
**CLASSES: 9AM - 4PM Exam: April 10**

**REGISTRATION FEE:** REALTOR@s & REALTOR@ /ASSOCIATES.....\$300.00  
ALL OTHERS.....\$325.00

**CLASS SIZE IS LIMITED. COURSES I, II & III MAY BE TAKEN IN ANY ORDER**

**Because buying and selling property has become increasingly complex, a keen understanding of real estate transactions is more important than ever. New technology, laws, procedures and sophistication of clients require real estate agents to perform at a higher level of professionalism.**

**The nationally recognized Graduate, REALTOR® Institute (GRI) designation is a rigorous program of course work covering various areas of real estate. Individuals who have attained their GRI are considered leaders in the real estate profession and top performers, proof that you get ahead by working smarter, not just harder.**

**Get smart and invest in yourself. Join the network of thousands of agents who have completed the GRI training. More than just three letters after your name, the GRI shows that you mean business.**

**At the completion of all three courses, the student will receive a certificate of completion and the GRI pin, presented at our annual convention in December of their graduating year**

**QUESTIONS ????? CALL NJAR: 732 494-5616**

**NJAR® RESERVES THE RIGHT TO CANCEL IF REGISTRATIONS ARE NOT SUFFICIENT TO COVER COSTS.**

**REGISTER at: [NJARACE.com](http://NJARACE.com)**

### **COURSE I**

- Professional Standards, NAR Code of Ethics, Arbitration/Mediation Procedures
- Agency and Its Responsibilities
- Contracts: Sales....Listings....Leases
- Prospecting, Market Analysis and Listings
- Qualifying the Buyer/Obtaining & Presenting the Offer
- Financing
- Communication Skills
- Construction & Energy Systems
- Managing & Developing Your Real Estate Career
- Elements of Real Estate: Principles/Practices

### **COURSE II**

- Federal/State Laws: Fair Housing/Antitrust
- Economic Analysis Relating to Real Estate
- Marketing Real Estate – New Construction
- Contact Management Statistics & Trends
- Development Sales/Residential Subdivisions
- Real Estate Appraisal
- Real Property Taxation, Tax Appeals and Investment Tax Consequences
- Landmark Cases Affecting NJ Real Estate
- Personal Computer Technology
- Condominiums, Timeshares & Coops

### **COURSE III**

- Financing Investment Property
- Investment Real Estate
- R.E. Counseling and Estimating Cash Flow
- Personal Marketing, Computer Generated Materials and the Internet
- Syndication
- Managing a Real Estate Office:  
Personnel, Profitability and Organization
- Beyond the Single Family Home
- Marketing and Advertising
- Property Management
- Environmental Impact on Land Use

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